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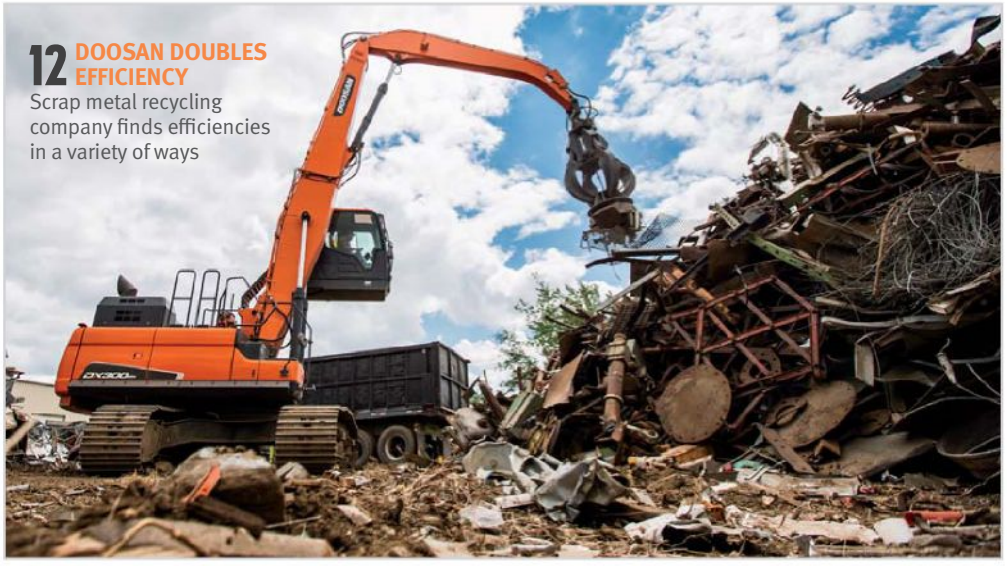

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The versatility and dependability of Doosan® excavators make them the most used equipment on Stealth Construction Inc. projects.

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DOOSAN

FATHERS HELP SONS TAKE THEIR CONSTRUCTION FIRMS IN NEW DIRECTIONS

Growing up in families long associated with the construction industry certainly had an impact on contractors Tom DeJong and Mike Macura Jr. While the two men live more than 3,000 miles apart, they both followed in their fathers' footsteps, helped along the way by a legacy of positive direction and good will.

To establish their own construction firms, the men implemented strategic plans that held onto the best of family traditions while creating a unique business model to best fit today's marketplace. As they looked for new opportunities to grow their companies, both discovered the many benefits of Doosan® construction equipment.

continued on page 4

Tom DeJong, owner of Triple-B Excavating

COMPANY INFO

Business: Triple-B Excavating Ltd.
In business since: 2001
Location: Chilliwack, British Columbia
Doosan machine: DX190W-5 wheel excavator
Doosan dealer: Westerra Equipment

Family history in agriculture opens new doors for second-generation contractor

The DeJong family's connection to the dairy industry began on a farm in southeastern British Columbia. Ted DeJong milked cows for years before going into the excavating business and developing a successful niche working for dairy farmers throughout the Fraser Valley, the milk production capital of the province.

Ted's son Tom joined his father's business after graduating from high school in 1993 and worked there full-time until the end of 2000. The next year he started his own company – Triple-B Excavating in Abbotsford. The family's long history with agriculture helped him build a clientele of dairy farmers who regularly hire him for jobs that include ditch cleaning, building lagoons, drainage, land leveling and new construction.

"Our strong ties to the dairy industry played an important role in getting my company off to a good start," Tom DeJong says. "Even though other markets were tougher to break into, I wanted to have the ability to handle a wider range of work. That required me to take a different approach to equipment than my father had operating his business."

When DeJong started his own company, he often shared equipment with his father. But once he saw that he could expand his business beyond dairy farms, he began renting and then eventually buying larger machines, including a 15-ton excavator, three 21-ton excavators and a dozer.

"Once my first excavator and the dozer were both productive, the decision to add a third machine was easier. By keeping those machines busy, I was able to generate the cash flow necessary to cover the third unit," he says. "I have used that strategy ever since."

DeJong's plan for renting, buying and selling equipment is based on his intuition, his ability to forecast the future workload and his evaluation of which machines are the best fit.

"If we get busy, the first thing I look at is whether to rent or purchase the right equipment to handle the projects," he says. "I want to play the market for a short time to see if the work materializes because to rent a machine for a month is almost like making three or four payments for a new one. Renting could cost me $12,000 a month compared to a $3,000 payment on a new machine."

If DeJong knows he has several months of work, he will buy a machine. "Then I will use the money I make during those few months to float me through if business slows down," he says. "If things really go sideways, I will sell one of my older machines."

The larger equipment helped DeJong expand his business into non-agricultural applications. He does residential, commercial and municipal projects such as site preparation, demolition, new construction and ditch cleaning.

DeJong's focus is to make sure that he never has to turn down work because he doesn't have the right equipment available.

"That's why I have no problem renting or buying a machine if the work is there or if I can see it coming," he says. "I know that philosophy isn't for everyone, but it sure works for me."

His newest excavator, a Doosan® DX190W-5 wheel model, is playing an important role in his ditch-cleaning business – work he does for more than 100 dairy farm customers and several municipalities. DeJong considers equipping the excavator with a 60-inch ditching bucket the ideal combination for cleaning ditches. The DX190W-5 wheel excavator has a maximum reach of 30 feet (at ground level), and a maximum digging depth of 18 feet 4 inches.

"The maximum travel speed of almost 22 miles per hour allows us to get from one digging location to another very efficiently," he says. "Another key feature is the two-piece boom, which allows us to reach out and dig further. I would not want a wheel excavator without a two-piece boom."

The DX190W-5 was purchased from Westerra Equipment, the local Doosan construction equipment dealer, with assistance from territory manager Darren Sabatino. DeJong says the excavator "is smooth to operate, with very precise controls. The comfortable, operator-friendly cab is superior to other excavators we have tried. Overall, it's a really good machine."

> "Fuel efficiency is one area where the machines are superior. That affects the bottom line on every job."
>
> – **MIKE MACURA JR.** / Macura Excavating

COMPANY INFO

Business: Macura Excavating
In business since: 2013
Location: North Grafton, Massachusetts
Doosan machines: DX140LCR and two DX225LC-3 crawler excavators; DL200-3 and DL250-5 wheel loaders
Doosan dealer: Equipment East

Thinking big

For more than three decades, the Macura name has been well known throughout the Metro-Boston construction industry. Mike Macura Sr. had a long career in residential and commercial site work, especially concrete foundation projects. More recently, Mike Jr. has benefited from the family connection while taking his three-year-old company in a much different direction.

"Our name was well known thanks to the work of my father," says the younger Macura. "I was able to piggyback on some of his long-time relationships. That made it easier to break into the business. But right from the start, I wanted to operate a different type of company. My focus has always been on commercial projects in various industries in lieu of residential."

Macura's plan began to take shape when he left home to study engineering at Penn State University. After receiving his degree, he spent seven years as a construction manager. That experience was invaluable. "It made the transition into running my own firm easier than I expected it would be," he says.

Working for a large construction firm allowed Macura to build a job from the ground up and handle subcontracting work as well as learn the ins and outs of the industry – how to plan, bid, execute and close jobs; knowledge of all the project controls; and how to communicate with people and settle disputes.

Mike Macura Jr., owner of Macura Excavating

"That really helped me when I jumped to the other side of the fence," he says. "Even though my role was different, I knew how the game is played. That enabled me to do a better job of knowing how to do things correctly the first time."

Macura's strategy for building his business focused on finding the right size of jobs that he could complete efficiently and profitably.

"Over time, this is one area where I have made some improvements," he says. "I learned the hard way not to take on work that is not going to be profitable, such as small residential jobs. At times I tried to do any type of project and paid the price. When I was concerned about maintaining a volume of work, I panicked and took on some work that I should have avoided. I realized that sometimes it is better to be sitting at the office and waiting for the next job rather than taking on a job that I came to regret."

Another thing Macura learned as he grew his business is to look for equipment that is productive with good pricing, warranty and dealer support. Initially, he rented a number of different brands of excavators and wheel loaders, including Doosan® machines from Equipment East, the local dealer. When he had the ability to purchase equipment, he looked at products from all the major manufacturers.

"I was originally attracted to Doosan because of its dealer support, financing options and warranty," he says. "Now that I own five Doosan units, I know for a fact that they are all quality products at reasonable prices. Fuel efficiency is one area where the machines are superior. That affects the bottom line on every job.

"I would not be where I am today without the support of Equipment East, especially Dan Clifford, who has been a great friend to the Macura family for many decades," he says.

His current lineup of Doosan machines includes a DX140LCR crawler excavator, two DX225LC-3 crawler excavators, a DL200-3 wheel loader and a DL250-5 wheel loader.

"Investing in these five machines has allowed us to be competitive and grow the business," Macura says. "If I would have purchased five similar machines from some other manufacturers, we would not be competitive. This equipment has been very good for the company." DM

Visit **www.DoosanEquipment.com** and click on the Crawler Excavators or Wheel Excavators links on the Products tab to learn more about the benefits of Doosan® excavators.

COMPANY'S NEED FOR LARGER, MORE POWERFUL EQUIPMENT LEADS TO DOOSAN

COMPANY INFO

Business: Thompson Construction
In business since: 1980
Location: Fremont, Nebraska
Doosan machine: DX225LC-3 crawler excavator
Doosan dealer: Bobcat of Omaha

When soil conservation funding dried up in early 2000, Thompson Construction – a family-owned business located in Fremont, Nebraska, just west of Omaha – decided to transition to a different kind of business: civil utility work.

However, to effectively take on this new opportunity, the company needed to add larger construction equipment to its fleet. The choice was Doosan.

"As we made the transition away from soil conservation to civil utility work, it was obvious we needed a tracked machine for repair and mitigation projects, but we also needed a machine that was large and powerful enough to complete the work in an efficient manner," says Kelly Thompson, president of Thompson Construction. His two brothers, Scott and Steve, along with his sister and brother-in-law, Julie and Mike French, took over their parents' business in 1996. "After meeting with my sales specialist at Bobcat of Omaha, the decision was easy," he says.

After evaluating its equipment needs, the company decided to lease a Doosan® DX225LC-3 crawler excavator equipped with optional two-way auxiliary hydraulics, a quick coupler and a hydraulic clamp.

"The DX225LC-3 was the only machine we considered to lease," Thompson says.

"It had everything we needed – optimal horsepower, durability, operator comfort, productivity and fuel efficiency. The tracks are especially beneficial in our line of work because they can maintain greater contact with the ground, creating a more stable machine."

Thompson says the company chose to lease rather than buy because it gives them more flexibility on specific jobs and the ability to use the newest equipment to complete civil utility projects that include sewer, sanitary sewer and storm sewer installation, as well as dam construction and substation concrete foundations.

Dependable equipment expands firm's services

Since leasing the DX225LC-3, with an operating weight of 49,604 pounds, Thompson says the machine has improved his crew's productivity and profitability compared to his previous construction equipment.

"The machine is large and powerful enough to easily excavate outfall channels as well as place riprap and sheet pile," Thompson says. "Another benefit is that the DX225LC-3 is equipped with a hydraulic clamp, which is used to grab and place sheet pile on top of newly excavated soil. The fact that the DX225LC-3 was available with a hydraulic clamp solidified our decision to go with Doosan." Sheet piling is an erosion control technique that takes steel sheet sections with interlocking edges and connects them to create a retention wall.

A Bobcat® T650 compact track loader helps Thompson Construction to backfill materials on construction sites.

Additionally, the machine's maximum dig depth at 21 feet 7 inches has allowed Thompson's crew to efficiently dig outfall basins to slow down water runoff. The machine also has a lift height of approximately 20 feet, making it easy to lay corrugated metal pipes and concrete structures using the integrated lifting point on the quick coupler.

Plus, Thompson says the machine's easy-to-operate joystick controls allow for more precise clamp movements, which is especially beneficial when placing sheet pile and excavating soil.

"We typically are working on three to four jobs at a time, so using a machine equipped with easy-to-use joysticks helps us keep up with the demand," Thompson says.

Not only has the DX225LC-3 crawler excavator allowed Thompson Construction to continue its success as a family-owned business, but it has also given the company tools to find faster, more versatile solutions to get the job done right. **DM**

> Visit **www.DoosanEquipment.com** and click on the Crawler Excavator link on the Products tab to learn more about the benefits of Doosan® crawler excavators in utility applications.

"The DX225LC-3 was the only machine we considered to lease. It had everything we needed – optimal horsepower, durability, operator comfort, productivity and fuel efficiency. The tracks are especially beneficial in our line of work because they can maintain greater contact with the ground, creating a stable machine."

– KELLY THOMPSON / Thompson Construction

A first-class operation

Using the right equipment is always the first step in any successful operation, but treating each jobsite as its own is what sets Thompson Construction apart from most.

"Approximately 60 percent of our jobs consist of public works projects, while the rest is private development," says Kelly Thompson, president of Thompson Construction. "Whether we are working for the public or on private jobs, it is important we show we are a first-class operation through our work and by using the best equipment for the job."

THE BUSINESS TAKES MULTIPLE STEPS TO ENSURE THEY ARE A FIRST-CLASS OPERATION, INCLUDING:

- **MAINTAINING AN UPDATED FLEET.**
- **SELECTING THE PROPER MACHINE FOR THE APPLICATION.**
- **MATCHING THE BUCKET SIZE TO THE MACHINE.**
- **FOLLOWING ROUTINE MAINTENANCE SCHEDULES.**
- **LIMITING EXCESSIVE MACHINE TRAVEL OR IDLING TIME.**
- **PROVIDING TRAINING FOR PROPER EQUIPMENT OPERATION.**

SMALL COMPANY, BIG PRODUCTION

COMPANY INFO

Business: RCD Timber
In business since: 2013
Location: Hoquiam, Washington
Doosan machines: Four DX225LL, one DX300LL-5 and one DX300LL log loaders
Doosan dealer: Cascade Trader

It is difficult to talk about the state of Washington without mentioning the logging industry. After all, Washington is the second largest lumber producer in the United States behind Oregon, making up approximately 10 percent of the nation's total private lumber establishments and employment, as reported by the Washington Forest Protection Association.

Although the logging industry has seen its fair share of ups and downs throughout the last two decades, local loggers – like Brian Dhooghe, owner of RCD Timber – remain optimistic that the demand for timber will improve so he can continue to make a steady living.

"The logging industry has changed tremendously in the last 20 years," Dhooghe says. "But that hasn't deterred me from continuing to pursue my passion. Logging isn't a profession for everyone, but it is the profession I've chosen for myself."

Dhooghe started his career in logging the day after graduating from Hoquiam High School in Hoquiam, Washington (pop. 8,270), at the age of 17. After working for his father for a number of years, he landed at Homchick Logging as a shovel operator for 10 years. Later in his career, Dhooghe travelled to Alaska to work for A-1 Timber, but the time away from his family was taxing, so he decided to move back home and become an entrepreneur.

A year later, Dhooghe started RCD Timber – named after his daughter Ronni Carolynn Dhooghe, who passed away from leukemia when she was 9 years old. Today, RCD Timber has grown to be a full-service timber harvesting entity that includes a fleet of logging equipment, including six Doosan® log loaders, and a small yet dedicated crew of five employees. His brother, Joey Dhooghe, is a processor operator, while his cousin, Ed Stearns, operates one of the Doosan log loaders.

"Family has always been important to me, so getting to work with family members on a daily basis is a great relationship-builder," Dhooghe says. "If we aren't on the same jobsite, we try to talk to each other four times a day to make sure day-to-day operations are going smoothly. We get along really well."

Tough equipment lands solid jobs

Employees at RCD Timber have a steady supply of work at the Quinault Indian Reservation in Hoquiam and other private acreages in the area. Typically, they are logging 20 acres and transporting 30 to 50 loads per jobsite.

Clearing a private acreage can take anywhere from a few weeks to a month, so to stay ahead of the demand, Dhooghe

decided to purchase his first Doosan machine – a DX225LL log loader with a log grapple attachment – from Jim Wark with Cascade Trader in Chehalis, Washington.

"After evaluating several machines, I was instantly fascinated by the Doosan DX225LL log loader," Dhooghe says. "It had impressive swing power, swing speed and lifting power, as well as was priced competitively. I knew I would be able to take on the toughest jobs in the timber industry after demoing this machine."

The first DX225LL turned out to be a perfect solution for clearing miles of timber, so Dhooghe decided to purchase three additional DX225LL log loaders, a DX300LL log loader and a DX300LL-5 log loader a year later.

"We have had great success with our six Doosan machines," Dhooghe says. "Each machine has a high-and-wide undercarriage, spacious forestry cab, precise boom geometry and impressive lifting ability for all of our logging needs."

The high-and-wide undercarriage has proved most useful, allowing Dhooghe's operators to gain extra clearance over stumps and protecting the machine from debris.

Cost-of-operation items – such as fuel efficiency, maintenance and parts expenses, and downtime – are other critical factors that have helped Dhooghe calculate the value of his equipment.

"Fuel consumption plays a huge role in daily operation," Dhooghe says. "During a typical day, we will run our log loaders for 10 hours. Basically, we can run our machine all week without filling it up."

The Doosan DX225LL and DX300LL log loaders have easily accessible service points, including wide door access for cleaning the cooling system and the engine compartment, to help increase machine uptime and productivity.

"Each night my crew members complete a routine walk-around inspection, checking the tracks to see if any components look out of place," Dhooghe says. "They also take the time to clean and inspect the undercarriage for excessive wear as well as look for damaged or missing components. Downtime is what hurts us most in this line of business, so we are as preventive as possible."

Albeit a young company, RCD Timber is making strides by showing that it is a first-class operation through its work and by using the best equipment for the job.

Establishing a successful partnership

At the time Brian Dhooghe established RCD Timber, he kicked around the idea to establish a working partnership with his longtime friend, Andy Rogers, owner of Grind Transport – a local trucking business located in Aberdeen, Washington.

"It seemed to make perfect sense to establish a working relationship with Andy," Dhooghe says. "Not only have we been friends for years, but he had four log trucks and I had none at the time."

Three years later, RCD Timber and Grind Transport continue to operate closely together.

"We strive to have a good, steady job," Dhooghe says. "Our six Doosan log loaders help keep us moving materials quickly and put out big production. At the end of the day, that's all we can ask for." DM

Visit **www.DoosanEquipment.com/Spring2017Forestry** to learn more about Doosan® log loaders. While on the page, request additional information about Doosan products or complete a short form to have someone from your local Doosan dealership contact you.

Did you know?

According to the Washington Forest Protection Association, approximately one-third of forests found in Washington are privately owned, mostly by companies that grow trees for the continuous production of forest products. About 60 percent of the state's private forestland can be classified as managed by industrial private landowners, while the other 40 percent consists of small family tree farmers or private individuals.

DIRT WORK, DEMOLITION, UTILITIES – NO PROJECT IS TOO INTIMIDATING

COMPANY INFO

Business: Pro Excavating and Grading
In business since: 2010
Location: Edwardsville, Illinois
Doosan machines: DX225LC-3 and DX140LC-3 crawler excavators; multiple Bobcat compact track loaders and compact excavators
Doosan dealer: Bobcat of St. Louis

If there is a construction project or task, and it is too intimidating for other companies in the area, Jason Van Schoyck jumps at the opportunity. Taking on challenges is second nature to the former equipment operator who has built his own growing construction business.

Along with his wife, Heather Biagi, Van Schoyck leads a construction company in Edwardsville, Illinois, an expanding suburb just northeast of St. Louis, Missouri. Their company's name – Pro Excavating and Grading – implies that they work in the dirt, but that only scratches the surface of what they're capable of doing for their customers. Van Schoyck says, "We are a one-stop shop. We handle both commercial and residential projects, and we are involved in a lot of development work in new subdivisions."

The company has been in business for six years and has grown each year. Many of the expanding suburb's new residential basements are dug by Van Schoyck's operators using a mix of heavy and compact construction equipment.

Success came easy because when Van Schoyck started his company, he already had a reputation for being an expert construction equipment operator. After 15 years as a construction equipment operator, Van Schoyck leveraged his extensive experience and industry connections to start his own construction

Jason Van Schoyck and Heather Biagi, co-owners of Pro Excavating and Grading

company. When he first started out, he relied on a small fleet of Bobcat® compact track loaders and excavators – the only brand of compact equipment he has owned – in addition to a variety of attachments. He soon realized that he needed a bigger and more powerful excavator to take on heavy lifting and deeper digging tasks, and grow his business. He turned to his local compact equipment dealer, Bobcat of St. Louis (Fairview Heights), to help him find a suitable crawler excavator to expand the company's offerings and increase productivity. The solution was a Doosan® DX225LC-3 crawler excavator, adding an orange machine to Van Schoyck's fleet of white compact equipment.

"We've owned the Doosan excavator for only two years, and it has been a great machine," he says. "We do a lot of tree clearing in new residential developments, as well as demolition. We use the Doosan excavator to tear down a house before we dig the new foundation. We need it for both types of work."

Attachments expand versatility

The DX225LC-3 excavator is configured with a Doosan quick coupler, clamp and trenching bucket. Van Schoyck's operators can easily grab, lift and place tree limbs or demolition debris with the clamp and bucket combination. "We like how the clamp folds up under the excavator's arm where it is out of our way when we are digging, and the operators have a good line of sight to the work area," he says.

Van Schoyck's operators also appreciate how the machine's quick coupler makes for simple bucket changes on the job. With multiple bucket sizes, his operators can quickly change buckets to best match the digging conditions. Doosan DX225LC-3 excavators provide four work modes, including a Lifting mode for use when lifting and placing objects. His operators can easily remove the buckets, retract the clamp and use the excavator to lift building materials.

"We use the Doosan excavator as a lifting machine as much as anything," he says. The excavator's quick coupler lift eye can be used as a lifting apparatus to help operators make better use of the excavator and minimize the need for additional lifting equipment on jobsites.

The company also makes use of a hydraulic breaker for demolition applications. Van Schoyck says the machine performs well with the breaker to remove concrete, particularly from residential demolition projects.

As the company has grown to 18 employees, so too has the variety of projects it takes on. The company expanded its services to perform underground utility work and Van Schoyck says the Doosan excavator helps his employees install sewer and sanitary pipes, usually up to 12 feet deep.

"At first, the Doosan machine was a little more advanced than most of my operators were used to," he says. It didn't take long for operators to adjust to the larger machine and its features, including the standard 7-inch LCD screen, according to Van Schoyck.

Van Schoyck's wife Heather says that Bobcat of St. Louis goes out of its way to provide superb service for the company's compact and heavy construction equipment. The personal service and willingness to go the extra mile makes her and Jason appreciate the dealership's exceptional sales and service staff, she says.

"We've done a lot of deals with the employees from Bobcat of St. Louis in our living room," Van Schoyck says. "I like to do business with people I know; with people who I've built a relationship with. I feel comfortable when I ask a question and I get an honest answer."

Since purchasing its first Doosan excavator, the company added a second model – a DX140LC-3 – to complement the larger DX225LC-3. Heather says the company rented the excavator from Bobcat of St. Louis, and later applied the rental payments toward purchasing the DX140LC-3.

Van Schoyck has a long relationship with his Doosan sales specialist, who previously worked as a service technician for the dealership. His experience and level of trust with his sales specialist gives Van Schoyck confidence that he can quickly resolve issues and minimize equipment downtime for both his compact and heavy equipment.

Although Van Schoyck considers Pro Excavating and Grading a midsize company, it is clear the up-and-coming contractor is well positioned to grow with his community using the right mix of heavy construction equipment, and compact machines and attachments. "We have a great group of employees, and we are growing the company," Van Schoyck concludes. DM

How has Doosan® equipment helped expand your company's services or improved your productivity? Email us at **DoMORE@doosan.com**.

DEDICATED MATERIAL HANDLER MAKES A MAJOR IMPACT FOR SCRAP METAL RECYCLER

Processing and selling everything it buys has been a winning proposition for decades for Mryglod Steel & Metals. The environmentally aware company has a well-earned reputation for returning scrap metal back into the manufacturing cycle.

However, an uncooperative economy began to put a damper on the firm's business model in 2014. In seeking a solution to the increasingly large inventory that was building up at its 10-acre facility, the company purchased its first machine specifically designed for sorting and handling scrap.

"Previously, we did this work with crawler excavators that we converted, either with our own magnet or grapple," says Travis Mryglod, who owns the company with his brothers, Bradley, Tyler and Kyle, along with their mother, Sandra. The brothers became full-time employees in 2007 when their father, Kevin, passed away.

After evaluating its equipment needs, the company purchased a Doosan® DX300MH-5 material handler. "The timing could not have been better," says Mryglod, referring to both dealing with the immediate inventory buildup as well as operating the recycling business in the future.

Early last spring, with the economy turning sluggish and commodity prices dropping, company sales slowed.

"One of the steel mills we sell to makes tubular goods for use in the Canadian oil fields," Mryglod says. "The demand for those products has been down. That market and lower prices across the board meant we did not haul as much as we typically do. As a result, our yard was extremely full for eight months. We had to tighten up everything."

That meant focusing on efficiency and being prepared for when demand came back. "We knew that once the yard was full, we had to do something about handling and moving the material," he says. "And we had to do it efficiently because commodity prices were low."

The arrival of the DX300MH-5 material handler coincided with sales increasing and, as a result, the company was able to move scrap metal around and load trucks more efficiently.

The impact was immediate, especially in working with large buyers such as the Evraz North America steel mill in Regina.

"We are hauling as much material to that mill per day as our trucks will allow us,"

COMPANY INFO

Business: Mryglod Steel & Metals Inc.
In business since: 1957
Location: Weyburn, Saskatchewan
Doosan machine: DX300MH-5 material handler with grapple and magnet
Doosan dealer: Bobcat of Regina

> "The material handler, which is mainly used to load trucks, has doubled our efficiency. The elevated cab allows us to see down into the boxes of the trucks without having to wonder where our attachment is going. We now get maximum weight in each load because we are able to fill the entire box. Plus, we don't need a spotter anymore."
>
> **– TRAVIS MRYGLOD** / Mryglod Steel & Metals

Mryglod says. “Prior to purchasing the DX300MH-5, we were not able to get all of our trucks loaded in one day. Now we can get them all loaded in an afternoon and have them inspected and weighed for departure the next morning. There are days when one of our drivers can make his first delivery and get back in time to make a second delivery to the mill before 2 p.m. Travel time to Regina is 1 hour and 20 minutes one way, so the ability to quickly reload the truck is critical to making the second trip.”

With demand picking up, the Mryglods are able to send out four trucks per day, including a 75-cubic-yard tri-axle dump trailer, two 60-yard tandem dump trailers and a 40-yard tandem truck with a dump body. The 75-yard model is the one that usually makes the second trip.

Big increase in efficiency

“The material handler, which is mainly used to load trucks, has doubled our efficiency,” Mryglod says. “The elevated cab allows us to see down into the boxes of the trucks without having to wonder where our attachment is going. We now get maximum weight in each load because we are able to fill the entire box. Plus, we don’t need a spotter anymore.”

The material handler, he notes, really helps for piling the material once it is prepared and ready to ship. It has 15 feet more reach than anything the company used previously.

He also rates the machine high in fuel efficiency. “The fuel use to product-loaded ratio is probably half what our old machines would do.”

The DX300MH-5 has a 358-net-horsepower engine and an optional hydraulic cab riser, straight boom and droop-nose stick, counterweight and rotating grapple-ready hydraulics. An optional generator was added to the machine to provide power to operate a magnet attachment for the DX300MH-5.

All of these attributes are making a noticeable difference for what the Mryglods are able to accomplish. The two excavators that were replaced by the Doosan material handler in the yard are now available for off-site work.

“All of our other equipment has been out recently on clean-up projects,” Mryglod says. “At a power plant we hauled away their scrap after they made annual improvements. We also worked on a large farm where we cut up and prepared surplus equipment such as combines and trucks. With the material handler taking care of sorting and loading in the yard, our other equipment can be out working in the field. That will allow us to get maximum use from all of our machines.”

The company purchases scrap metal from industrial manufacturers, railroads, auto salvage yards, metal dealers and individuals. Most of the metal comes from obsolete machinery and equipment such as autos, railroad cars and tracks, home appliances and construction debris.

The Mryglod facility processes the incoming scrap metal by sorting, shearing, shredding, torching and bailing. It then turns much of the metal into pieces that are the size, density and purity required by steel mills and foundries for melting and for use in the production of new finished steel and other products.

“Our family understands that buying scrap metal is only half the equation; we need to put it back into the metal manufacturing cycle,” Mryglod says. “Recycling has always been important to us.” DM

Do you have a family-owned business and operate Doosan® equipment? Tell us why you choose Doosan equipment. Email us at **DoMORE@doosan.com** and you may be selected for an upcoming story in the magazine.

All in the family

Maximum use of scrap metal has been a hallmark of the Mryglod family for more than seven decades. The brothers’ great-grandfather, Alex, and his three sons started the firm in the 1940s by collecting scrap metal to help build equipment for the military to use in World War II.

A MAJOR JOBSITE CHALLENGE MET BY TWO POWER-LIFTING EXCAVATORS

COMPANY INFO

Business: Stealth Construction Inc.
In business since: 2000
Location: Manassas, Virginia
Doosan machines: DX80, DX180LC-3, DX235LCR-5 and two DX300LC-5 crawler excavators
Doosan dealer: H&E Equipment

For Kent Baxter, vice president of Stealth Construction, there is a lot to like about the dependable Doosan® crawler excavators his employees use every day at underground construction jobsites. "Owning Doosan excavators is a no-brainer," he says.

For starters, Baxter says the Doosan excavators' comfortable cab makes the machines a favorite of his operators. There's the productivity of the machines that Baxter compares favorably with other leading brands. Then, he adds, Doosan financing is the best in the business.

And the list continues. Baxter says the power and strength of his Doosan excavators is unmatched, including their impressive lifting ability. He says his company's two DX300LC-5 excavators are superior to some larger crawler excavators built by other manufacturers.

"Their lifting ability alone has proven to be a significant time- and money-saving investment on some of our jobs," says Baxter, who has been involved in underground construction for 30 years.

Big job requires big power

In 2016, a Stealth Construction crew worked for more than six months on a project near Dulles International Airport, installing duct banks and manholes for Dominion Virginia Power to provide additional electrical power capacity to the area.

Since 1976, the power company had an electrical substation on the east side of the airport, along State Route 28 and north of the fuel farm (a dedicated oil deposit for aviation fuel). In recent years, Dominion planned to expand the capacity of the substation to provide power to the Silver line of the Dulles Corridor Metrorail and to meet the increased demand from customers traveling near the airport.

One aspect of this job provided a major challenge for Stealth Construction: About 700 feet of the mile-long underground project was located in a gully with swamp-like conditions.

"The company that we purchase our manholes from typically backs up to the hole and places them in the ground," Baxter says. "That option was not available in this situation; neither was unloading and placing the manholes with a crane. It was quite a dilemma."

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> “Their lifting ability alone has proven to be a significant time- and money-saving investment on some of our jobs.”
>
> – **KENT BAXTER** / Stealth Construction

He did, however, have a pair of DX300LC-5 excavators on the scene – the only two pieces of equipment that could access the jobsite. One was equipped with a hydraulic breaker for maneuvering through rocky areas. The other was for digging. As a last resort, Baxter decided to use the Doosan® excavators for lifting and setting the manholes.

"A few years earlier, before we had the DX300LC-5s, we tried to lift some manholes with another brand of crawler excavator," he recalls. "Those two machines, which were actually larger than the DX300LC-5s, were unable to do it. As a result of that struggle, I wasn't sure if the Doosan machines could handle this job."

Each manhole is delivered in two sections to help lessen the weight on the trucks during transportation. With the Doosan excavators, the 19-foot by 9-foot concrete manhole structures were picked up and positioned in the swamp area and precisely placed. "We were impressed," Baxter says. "The excavators were first-rate."

Lifting away expenses

Not only did the excavators meet the challenge of placing the six manholes required for this job, they also helped the company reduce expenses.

"Every time we hire a crane, the cost is $3,000 to $4,000," Baxter says. "Based on what the excavators did on this job, I would expect we will have less need for a crane in the future. That's a nice savings."

The versatility and dependability of the excavators make them the most-used equipment on all of the company's projects.

"On the Dulles Airport job, the two DX300LC-5s did much more than dig the holes for the manholes and place them," Baxter says. "We used them to dig trenches for the duct banks. The DX300LC-5s also dug bore pits and set big shoring boxes along with the large auger bore machines, then continued supporting the bore operation by setting augers, steel casings and spoil removals."

Stealth Construction purchased the Doosan excavators from H&E Equipment in Warrenton, Virginia.

"The financing initially got my attention," Baxter says. "Once we started using them, we found how valuable the power and strength of the machines proved to be. Our goal is to get in, get the job done and get out as quickly as possible – that's what the name of the company (Stealth) refers to. The Doosan excavators certainly help us get the work done fast."

When Baxter stops by his jobsites daily, he not only sees what has been accomplished, but also listens to what his operators have to say.

"All of them rave about the excavators," he says. "They really like the machines. Believe me, if they didn't they would tell me. These guys have run every excavator ever made. They know what's going on. I can tell how much they enjoy operating our Doosan products." **DM**

Visit **DoosanEquipment.com** and click on the Crawler Excavator link in the Products tab for a complete list of Doosan® crawler excavators, product specifications and performance features.

CONCRETE COMPANY ADDS STRENGTH WITH FLY ASH AND DOOSAN EQUIPMENT

COMPANY INFO

Business: The Rasmussen Group
In business since: 1988
Location: Des Moines, Iowa
Doosan machines: Four Doosan wheel loaders, including a DL250-5 wheel loader
Doosan dealer: RTL Equipment and Bobcat of Omaha

Enhancing the performance of concrete by using concrete admixtures is not a new concept, but it is a popular one. For The Rasmussen Group, a large construction management firm based in central Iowa, the choice of concrete admixture was fly ash – a by-product of the combustion of pulverized coal in electric power generation plants.

Fly ash, which helps construct a stronger, more durable binder, is known to be a resource-efficient and cost-effective admixture. It also can reduce energy use and adverse air emissions, as well as decrease the amount of coal combustion products that are disposed of in landfills.

However, the add-in ingredient is heavy and bulky, which made it difficult for The Rasmussen Group to effectively scoop, lift and carry the material between its two ready-mix facilities – Iowa State Ready Mix and Concrete Supply – located in central Iowa and eastern Nebraska.

The company found the ideal solution in four Doosan® wheel loaders, including the newest model, a DL250-5, purchased from dealers in central Iowa and eastern Nebraska.

The right material requires the right equipment

One of the Doosan wheel loaders, equipped with a 3-cubic-yard bucket, plays an integral part in the transporting and concrete-production process by scooping, lifting and carrying concrete products in two 40,000-square-foot storage facilities. One building holds 20,000 tons of fly ash and another holds 20,000 tons of cement, according to Wade Beck, shop and equipment manager at The Rasmussen Group.

With a dump height of more than 9 feet, wheel loader operators can successfully transfer material into the storage facilities or place it into trucks. “The Doosan wheel loader pushes the material inside the buildings, then pushes the material to an auger that then loads out a truck on a scale,” Beck says. “Then, the trucks transport the raw materials to our various ready-mix facilities.”

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Wade Beck, shop and equipment manager at The Rasmussen Group

Even in tough operating conditions, the wheel loader delivers more traction when loading trucks because of its limited-slip differentials. According to Beck, "this wheel loader function gives the wheels more traction to receive the proper torque when working 10 to 12 hours a day, six days a week during the summer." When summer production slows, the machine stays busy with snow removal jobs during winter.

When loading and transporting fly ash, visibility is an important factor, Beck says. "With the machine's large windows, operators can gain excellent front, side and rear visibility," he says. "We got a good bang for our buck." Machine lighting is especially important for the company's operators when working early in the morning and late at night, or when navigating storage facilities. An optional rearview camera provides operators with enhanced visibility from a view on the machine's LCD screen in the cab, Beck says.

To maximize the wheel loader's performance, minimize downtime and reduce operating costs, Beck's crew performs routine maintenance while working closely with the dealership.

"We request that the dealership keeps the basics like filters and fluids on hand for when we complete routine maintenance inspections," Beck says. "Our machines have been pretty repair-free since we bought them."

Additionally, at each ready-mix facility, Beck relies on equipment-monitoring functions that allow equipment owners and fleet managers to remotely monitor machine location, hours, fuel usage, engine idle versus work time and error codes, as well as engine and hydraulic temperatures. His dealership can provide improved customer support using the system by responding to machine warning messages and alerts, troubleshooting machine issues, and then sending a field service technician to help with repairs and deliver the proper parts. DM

How have Doosan® wheel loaders improved your company's productivity? Email us at **DoMORE@doosan.com**.

Doosan solution for working in dusty conditions

Non-road construction equipment does not get much airflow through the radiator beyond what the cooling fan provides. To keep the cooling system clean and operating normally, Doosan® wheel loaders are equipped with a reversible cooling fan to quickly clean dust and debris out of the cooling system. Operators can activate the reversible cooling fan by pressing a switch in the cab, or they can set it to auto reverse. If needed, the cooling system and fan can be easily accessed by opening a rear panel for cleaning (see above).

“With the machine’s large windows, operators can gain excellent front, side and rear visibility.”

– **WADE BECK** / The Rasmussen Group

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